

# MERCATOR:

## OR,

## Commerce Retrieved,

### BEING

#### CONSIDERATIONS on the State of the British Trade, &c.

From Saturday, October 24. to Tuesday, October 27. 1713.

The Mercator having fully proved, that the Trade to France always was to our Advantage, undertakes now to prove, that it will be so for the future more than ever.

To this purpose, he lays down two general Heads to argue from:

1. That if the Treaty takes place, our Importations from France shall be less than ever.
2. That our Exports shall be more than ever.

The Treachery and Absurdity of the Opposers in depreciating their own Country, and pretending, that the French can make our Manufactures as well as we, and work cheaper than we can.

Both these proved to be Party-Forgeries, and scandalously false.

**I**N the beginning of this Work, the *MERCATOR* laid down a general Head, which he undertook to prove; (viz.) *That the Trade to France was always carried on to the Advantage of this Kingdom.*

It is his Opinion, that he has fully proved this Assertion; and the Satisfaction this has given to abundance, who were doubtful before, is such a Testimony of it, that he lays no stress in the least on the Displeasure of those, who oppose it: nor are all the Attempts of that kind, which they have made hitherto, of any effect, but to expose themselves.

The *MERCATOR* therefore leaving that to the Judgment of the impartial part of the Nation, has now two other Generals to propose, which will offend these People as much as the other, and which yet he undertakes to prove and make out so plain, as that no fair unprejudiced Man shall dispute them.

1. That if the Treaty of Commerce takes place, our Importations from France shall always be less: And,
2. That our Exports to France shall always be more than ever they were before.

This is a clear way of Arguing; and the *MERCATOR* undertakes to make it appear as plainly as any thing that is yet to come can be, (viz.) *That by all human ways of Reasoning it will and must be so: As for Casualties, Plagues, Famine, War, and the like National Calamities, which obstruct Commerce, they must be always excepted.*

To come directly to the Point, for this is not a time for Circumlocutions and multiplying Words, we begin with the last, (viz.) *That our Exports to France shall be more than ever.* And the first Reason to be given for this, is founded in the Treaty it self, (viz.) because by the Treaty, all the high Duties on our Goods, as well Woollen Manufactures, as other English Goods in France, are to be taken off, Broad-cloth and Serges only excepted, and those to be very much abated. This taking off the Duties, lowers the Price of them in

France; that lowering the Price, must increase the Demand for them, by all the Rules that ever Trade can be judged by; the Demand increasing then, our Exportation must increase also, and that is the Point in Debate.

In farther arguing upon this Head, the *MERCATOR* shall prove and expressly set down to you, what the present Duties on our Manufactures are in France, and what they are to be by the Treaty, that we may come to a Certainty, how much our Goods shall be cheaper than they now are in France, that so every one may know, and may judge, whether the Abatement is considerable enough to make the Increase of Importation, which we now speak of reasonable: And in doing this, had the Opposers of this Treaty any Modesty, they would be ashamed of the many false and absurd things, which they have amused and deceived the poor People of this Nation with: And if they are not ashamed of Imposing so upon the People, the *MERCATOR* undertakes to make the People ashamed of them for it, and that in a little while. These Reports are such, as these, (viz.) 1. That our Manufactures are not to be allowed to be carried into France. 2. That the whole Woollen Manufacture is excepted in the Clause of Reducing the Duties. 3. That our Wooll is to be Exported Unwrought. 4. That we can carry our Woollen Manufactures but to four Ports; and the like. But besides these, which are too gross to need speaking to, the main is, that the French out-do us in our own Manufactures. Now the *MERCATOR* undertakes to prove, that all the Pretences of the French imitating our Manufactures so, as to out-do us, or not to stand in need of ours, is a mere Forgery, a Party-Fiction, raised with a wicked Design to enflame our People against the Bill, and to serve a Turn, and done also without any Regard to the Honour and Interest of our Trade, which they are not ashamed to depreciate and run down, as if they were willing to have it be so, and would have our People



45  
People believe, that we cannot make better Goods than the French; which horrid Abuse and scandalous Suggestion, the *MERCATOR* shall prove to be false and ridiculous out of the very Mouths of the French themselves, and by the Practice of those very People, who are not ashamed to say it.

Next, The *MERCATOR* shall prove, to their Confusion, that the pretence of the French working Cheaper than the English, and thereby being able to Undersell us, is an abominable Falsity, raised by a Party, who are not ashamed to propagate their Wicked Designs, at the Expence of the Trading Reputation of their Native Country, and who are therein as much Traytors to the Publick Prosperity, as those, that would Invade us, are to its Peace. This Affront to the People of England, the *MERCATOR* shall expose, as it deserves; and shall prove, to the Honour of our Trade, from good Judges, and daily Experience, that setting the Goodness of the Work in the Scale against the Wages, the English Manufacturers work Cheaper than any Nation in the World; and that comparing the Goodness of our Manufacture with the Price, it is at this time the Cheapest of any Woollen Manufacture in the World.

As these are material Truths, and absolutely necessary to be cleared up, the *MERCATOR* Challenges all the Opposers of the Treaty, if they dare own the Slanders they have raised upon their Country, to produce any one Testimony of a Manufacture made in France in imitation of the English Manufacture; and let them come to the Test of Goodness and Price, and shew them to Men of Judgment.

Let us see their *Dogs-Hair* Broad-Cloth; their *Rough half-drest Druggets*; their *Unshorn* Dozens; their *Cabbage-Net Bays*, and let them be matcht with the English Goods of the same Denomination.

Let them produce their fine Spanish Cloths, as they would call them, let them be weigh'd against the English, for it is not a fine Outside must determine it, tho' even in the Outside they cannot match us, but let them weigh the piece of Cloth, let the Substance of it be handled; Then let them tell us, what the Cheapness of them avails against the Goodness; and let these Traytors to their Countries Commerce stand forth, and shew us, wherein they come up to the English Manufacturers, and what one sort of Goods they make like ours.

That they may work a Day for less Money than an Englishman, may be true; that they may live on an Onion, and a draught of Water, a bunch of Grapes,

and a piece of Bread, while the English Workman has his Beef and his Pudding; this may be true: But let these Slanderers of their Country know, there is a great Difference between Working a Day, and doing a DAYS WORK; and that without boasting of our own, the *MERCATOR* undertakes to say, that tho' other People will Work a Day for less Money than the English; yet no Nation in the World will do SO MUCH WORK in a Day as the English, or do that Work so well; and the *MERCATOR*, to avoid being supposed to be partial in favour of his own Country, appeals for the Truth of it to the very Foreigners themselves, who live among us; and let them speak Impartially of it: Let the Work be of what kind soever, whether it requires Speed, or Slight, or Strength, it shall hold good in them all, Cunning and Knavery excepted; and therein we will yield to many of our Neighbours, let them be French, or Dutch, or what you please.

The *MERCATOR* hopes the Reader will bear with him, that he is a little moved to see Men give up the Essential Advantages of the English Nation in Trade, in order to gain an Argument in favour of a Party; and this Argument grounded too upon an Error in Fact; whereas therefore this Matter is such, as ought to be either proved, or not publicly said; the *MERCATOR* claims, that they should prove it by such Demonstrations as a thing so capable of proof may and ought to be prov'd by; or else leaves it to Judgment, whether the Trading People of England ought not to Dignify and Distinguish them by some such Titles as the *Guardian* has given to the *Examiner*.

What these People aim at, it is hard to say: But for Englishmen to publish, that they cannot make their Woollen Manufactures so well as the French, is like a Man calling his Mother a Whore, which first may be false; and secondly, if it was true, of all People he ought not to be the Man, that should say it: But these Men will even let down their own Breeches to their Enemies, if they can but carry on their Hellish Rage against one another.

It shall be the *MERCATOR*'s Busines now to prove, that our Manufactures want nothing to spread them all over France, even to the Ruine of the French Manufactures themselves, but the taking off their high Duties there; and that this being done by the Treaty of Commerce now made, if that Treaty may take place, a larger Quantity of our Woollen Manufactures will be Exported to France, than ever were before; and if this be proved, it is believed, no Body will Question, whether the Treaty ought to be made Effectual or no.

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